



Strategic Sourcing for Office Supply NSNs with GSA Global Supply

In recent years, GSA and the rest of the federal government have used the strategic sourcing concept to deliver savings to federal buyers and the taxpayer. At its core are a handful of related objectives: lower prices, ensuring socioeconomic participation, and collaboration with industry.

By consolidating federal requirements for common commodities and highlighting competition for those products, GSA is able to deliver financial savings while maintaining a commitment to small business participation and equipping its customers with the information needed to foster even more future savings.

Scope: In October 2015, GSA took the next step by incorporating the concept of strategic sourcing into the daily cycle at GSA Global Supply. Under awards made earlier in 2015, GSA has partnered with 6 suppliers to provide more than 800 high-demand National Stock Numbers (NSNs) in the Office Supply category. Customers continue to order supplies from GSA using the most convenient mechanism (MILSTRIP, phone, fax or online via GSA Advantage or GSA Global Supply) and GSA then forwards requisitions to the lowest-price vendor for fulfillment.

What's New: For customers, one new aspect of this program is a new minimum order requirement of \$28.75. We have already updated the GSA Advantage and GSA Global Supply websites to identify relevant NSNs with an "FSSI" icon to help identify impacted items. For the next few months, customers ordering online at either GSA Global Supply or GSA Advantage, will be prompted to increase their quantity for OS3 items (see first bullet in "Key Facts" below) coming from GSA Global Supply to at least \$28.75 per NSN. The order processing software for MILSTRIP requisitions can consolidate line items below \$28.75 to reach that figure for one or more of our vendor partners. (Hypothetically, 2 line items of \$15 each, if offered by the same vendor, would be linked to reach \$30 and satisfy the minimum requirement.) If an order does not reach \$28.75 for a given vendor, it will cancel with a C8 code.

We are in the process of enhancing our online ordering sites to help any customers needing assistance in reaching the \$28.75 minimum and will roll out those improvements in Q2 of FY 16. We'll identify, for each OS3 item, the name of our vendor partner facilitating that order as well as a complete list of NSNs offered by that vendor. This will allow users to compile a viable order, even if individual line items are below \$28.75.

Key Facts:

- GSA awarded the Federal Strategic Sourcing Initiative (FSSI) Third Generation Office Supplies (OS3) Requisition Channel solution for use by GSA Global Supply, a wholesale supply source
- These contract awards support GSA's Federal Acquisition Service (FAS) Supply Modernization and Transformation effort in implementing its new supply chain business model
- OS3 Requisition: Out of six awards, five went to small businesses, including one to a Service-Disabled Veteran-Owned Small Business (SDVOSB), which translates to more than 80% of contracts going to small businesses resulting in increased small business spend
- OS3 Requisition suppliers are all certified distributors of AbilityOne items

Benefits: GSA Global Supply continues to handle order processing, billing and customer service, but the streamlining of vendors offer benefits to its customers:

- Links the aggressive, lower pricing of OS3 suppliers with the compliance and flexibility of GSA's existing supply program for customers worldwide
- Provides lower pricing and faster delivery compared to the previous depot supply chain model on everyday National Stock Number (NSN) items, such as pens, paper, and printing products
- Customers continue to use all existing methods (online, phone, fax, MILSTRIP/FEDSTRIP) to submit orders to GSA Global Supply
- Helps meet sustainability goals by offering a wide variety of green items

More to Come: Later in FY 16, we'll convert additional GSA Global Supply items to the strategic sourcing concept when we roll out the MRO and JanSan contracts. Until then, feel free to call our National Customer Service Center at (800) 488-3111 if you have any questions.